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Basic Principles for Partnering

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PARTNERING



“A process based on trust and an open, honest attitude in which all participants in a project recognize both common and individual objectives, and work to achieve those objectives through improved communication and cooperation.”

BASIC PRINCIPLES FOR PARTNERING



“Teamwork”

GUIDELINES FOR EFFECTIVE COMMUNICATION

- **Be Open, Honest, and Candid**
- **Be Courteous; Don't Interrupt When Another Person is Talking**
- **Be a "Good Listener"**
- **Try to Bring Out the "Creative and Collective Wisdom" of the Group**

GUIDELINES FOR EFFECTIVE COMMUNICATION

- **Avoid Side Conversations**
- **Expect Disagreement**
- **Attack Issues, Not People**
- **Do Not Criticize Others for Their Ideas When Brainstorming**

GUIDELINES FOR EFFECTIVE COMMUNICATION

- **Be Brief and Concise When Speaking**
- **Hold Your Comments to Less Than 2 Minutes When Talking**
- **Be Willing to Compromise**
- **Look for “Win-Win” Situations**

GUIDELINES FOR EFFECTIVE COMMUNICATION

- **Everyone Should Participate**
- **No One Should Monopolize**
- **Focus on:**
 - **What is "WRONG" not who is "WRONG"**
 - **What is "RIGHT" not who is "RIGHT"**



KEYS TO GOOD "TEAM" DECISION-MAKING

- Respect for Each Others Differences
- Look For "Win-Win" Situations
- When expressed respectfully, conflict can yield better solutions



BARRIERS TO GOOD TEAM DECISION-MAKING

- **The Need to Always Be Right**
- **Unwillingness To Compromise**
- **When you are talking you are only saying what you already know. Listen and you may learn something**

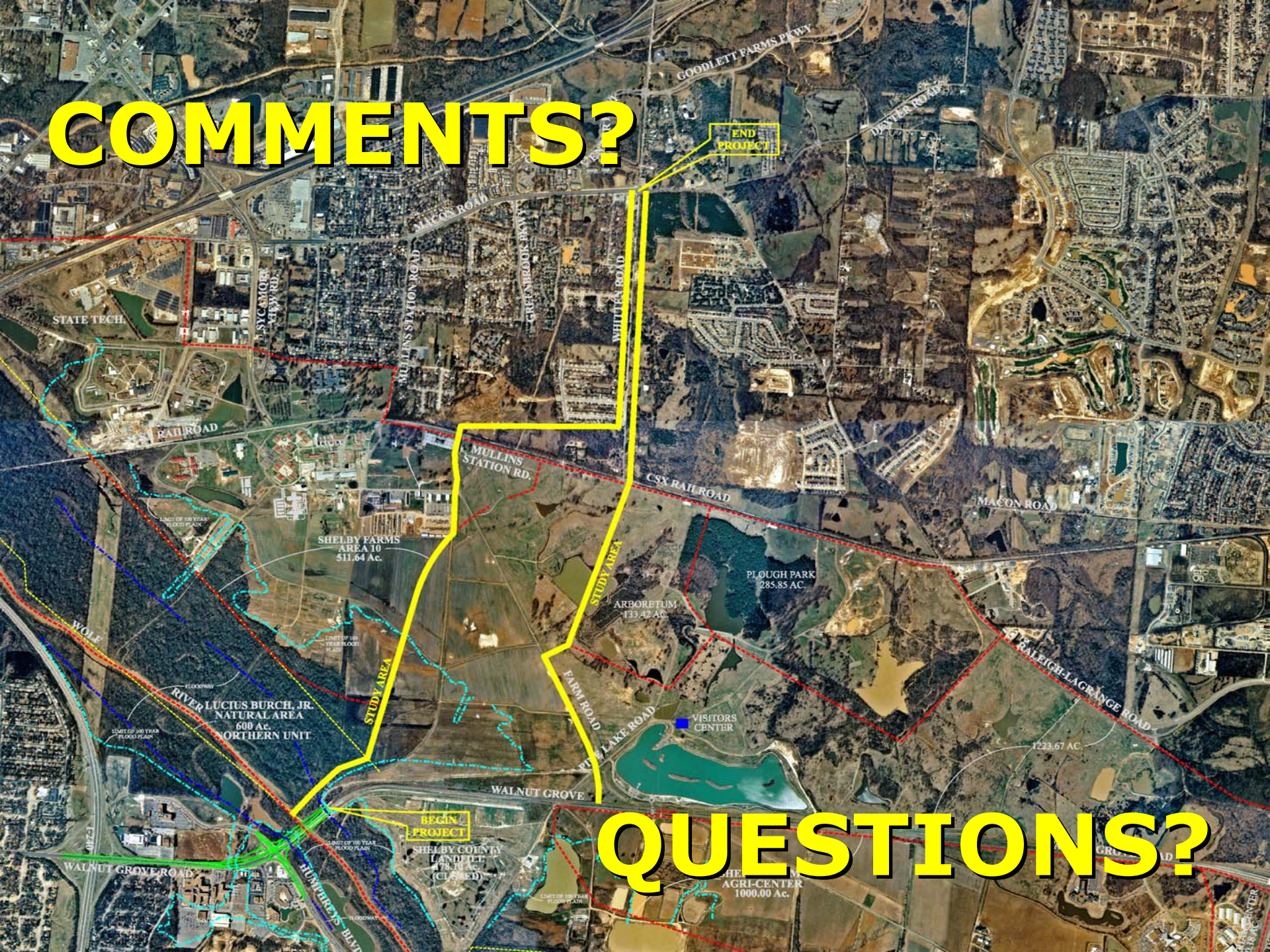


Reaching Consensus

- Reaching a Conclusion that all Members can live with
- Won't be exactly what anyone wants
- Consensus Building will be used for substantive recommendations
- Team may be polled on occasion to gauge their stance on issues

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COMMENTS?



QUESTIONS?